



Laurel Bellows—Making Negotiation Skills Work for You

Laurel Bellows, a principal of the Bellows Law Group, P.C., will be sharing her knowledge on “Smart Negotiating for Women” at the 2012 Summit as a keynote speaker. Bellows will give insight and advice on how to negotiate for promotions and raises.

She is an experienced business lawyer counseling senior executives and corporations on a wide range of employment matters. She has a wealth of experience in mid-level management compensation and benefit plans and matters involving incentives, pension, retirement, and workforce restructuring. As Managing

Partner of the Bellows Law Group, P.C., she offers transactional, counseling and litigation services to entrepreneurs, small and medium-sized businesses, and large corporations. Bellows is a very highly esteemed business woman, having received numerous awards and recognitions.

Some of her distinctions are: *Crain's Chicago Business* annual list of Power

Players, one of 28 Power Lawyers in the city by *Chicago Magazine*, one of Chicago's 100 Women of Influence in 1996, and one of *Working Mother Magazine* 25 Most Influential Working Mothers in the country in 1997.

“We are extremely fortunate that Laurel Bellows, President-Elect of the American Bar Association, accepted our invitation to speak at the Summit

luncheon,” Council Chair Yvonne Wood said. “I first met Laurel when she and I were working together on a committee about salary equity as part of the Vision 2020 national meeting. In accepting the presidency of the ABA, Laurel said ‘I would not be true to myself if I did not use my office to continue to speak out on issues of equality and diversity. I believe that the quality of our lives is directly correlated to the quality of the laws that govern us’. These are the core values of an extraordinary woman who is in a position to make a difference for women.”



Deb Sofield: Insight & Inspiration at Summit

The Economic Council on Women is delighted to announce Executive Speech and Presentations Coach Deb Sofield as the afternoon plenary keynote speaker for the 2012 Summit. Deb is an award-winning speaker and has coached scores of executives and elected officials, helping them to become capable and motivational speakers.

A savvy business woman, Deb has been inspiring clients for over two decades. As a speech coach, Deb helps professionals from every walk of life find confidence in their voice and message. As a media consultant she teaches how to use all forms of media as a business ally. Deb also

coaches interview skills, political campaign messaging and conducts speech



coaching for those in religious ministry.

Her work has earned her the Order of the Palmetto –

the State of South Carolina's highest honor awarded by the Governor. She has also been honored by Toastmasters and ATHENA.

Deb is a skilled politician who has served for over a decade in elected public office. She recently made history as the first woman to serve on the Commission of Public Works in Greenville, S.C.

“Deb Sofield has been an inspiration to and friend of the Council for many years and we are delighted to have her returning for this year's Summit,” said Council Chair Yvonne Wood. “Deb always brings a powerful message and you will leave her session with information you can use.”

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Institute on Gender in Media at Lipscomb



Lipscomb University was the site of the event to feature Academy Award-winning actress Geena Davis and her Institute on Gender in Media. The function was sponsored by the Nelson and Sue Andrews Institute for Civic Leadership at Lipscomb, an initiative on which the Economic Council on Women is a partner.

Davis, star of the 1992 movie *A League of Their Own*, was the featured speaker at the seminar and luncheon event named in honor of the film. Her institute works within the entertainment industry to alter in a positive manner, the way girls and women are reflected in media.

A panel moderated by former FCC Commissioner Debi Tate included Davis, Beth Curley, Kate Herman, Carol Hudler, Deb McDermott, Debbie Turner and Doreen Wade, who hold senior level management positions in the Nashville media.

Council and Foundation members attending the luncheon are pictured above.

Women's Economic Council Foundation Scholarships 2012

The Women's Economic Council Foundation recognizes that gaining education is one of the best ways that a woman can assure her economic autonomy. Each year since 2007 the WECF has awarded three scholarships to graduating senior high school girls and three scholarships to non-traditional women students. In addition to academic achievement the Foundation considers leadership and community activities in the awarding of scholarships.

This year, applications for scholarships will be accepted from August 15 until September 28 on the WECF website: tnwomensummit.org. Awards will be presented at the October 22nd Economic Summit for Women in Nashville.

For more information, check the WECF website: www.tnwomensummit.org.

Woman in the Spotlight: Pat Pierce, Advocate for Equity and Diversity

Pat Pierce is a remarkable woman who wears many hats. Since her retirement in June 2007 from Vanderbilt University as the Senior Director of Opportunity Development Center (ODC) of 35 years, Pat has continued to serve others through her work. Currently she serves on the Tennessee Human Rights Commission, is a Vision 2020 National Delegate, the Scholarship Chair for the Tennessee Women's Economic Council Foundation, CABLE Board of Directors and Nashville Sports Council Board of Directors. She has received numerous awards such as the Mary Jane Werthan Award for contributions to the ad-

vancement of women at Vanderbilt and the Promote Women Award from CABLE.

When asked how she became an advocate for diversity and equity, she stated, "My first job was with the Tennessee Human Rights Commission. It involved investigating complaints of discrimination and educating employers about civil rights laws. It was during my time there that I learned how rewarding it was to help people with equity issues and the importance of supporting and ad-



for all."

Pat is a great inspiration for all of us. She gives advice to those who are trying to develop professionally. "Find mentors to seek advice about in the field you are interested in pursuing. Do something extra on the job—volunteer to do other work and get well rounded knowledge of the entire organization. Stand up for yourself and have confidence you can accomplish anything you put your mind and hard work to do."

She believes "it is important to educate the public about women's rights and that

discrimination still exists in many areas." Pierce also sees "the importance of educating young women about the struggles their mothers and grandmothers faced and to appreciate women's history and not take it for granted."

Although she is an inspiration to many people, it is vital to receive inspiration from loved ones. "My mother was my inspiration. She encouraged me to shoot for the stars and be whatever I wanted to be. She always supported and cheered me on."

IN PICTURES: East Tennessee Leadership Summit Inspires in Knoxville



SUMMIT: (photo 1) Leadership Summit Keynote Speaker and founder of ATHENA International Martha Mertz; (photo 2) Summit Planning Committee with Mertz and UT Women's Basketball Coach Pat Summitt at the presentation of the Global ATHENA Leadership Award to Summitt.



EAST TENNESSEE WOMEN'S
LEADERSHIP
SUMMIT



SUMMIT: (photo 3) Wendy Pitts Reeves and Sharon Hannum present Knoxville Mayor Madeline Rogero the first Lizzie Crozier French Women's Leadership Award; (photo 4) attendees; (photo 5) Council Executive Director Phyllis Qualls-Brooks, Council Chair Yvonne Wood, Pat Summitt, WECF Member Pat Pierce, WECF Member Wendy Pitts Reeves and Council Member Dena Wise at the award presentation.

A Message from Executive Director Phyllis Qualls-Brooks

Stevie Wonder's 1980's album, "Hotter than July," rang through our ears this month, 32 years after his rhythmic hit; no words were more true. This July was one of the hottest in the history of Tennessee. Still, we braved the weather and proceeded with our activities.

And in the Council, we have had many activities. We partnered with Lipscomb University for its Civic Leadership Initiative, a new project on women and girls, which allowed us to attend the special event with actress Geena Davis to participate with her Institute on Gender in the Media. This initiative was developed to ensure that voices are heard about the manner in which women and girls are por-

trayed in the media. We traveled across the state and joined with our East Tennessee partners with the East Tennessee Leadership Summit. We were able to participate with the national ATHENA Founder, Martha Mertz, who presented the unconquerable Pat Summit with the Global ATHENA Leadership Award. This was an incredible moment.

And as these activities take place, others are in the planning stages; the Southeast Regional Summit will take place in Chattanooga on Sept. 21. It is going to be an educational and enlightening event. The Ninth Annual Economic Summit for Women, will be held in Nashville at the Airport Marriott on Monday, Octo-



This July may be hot...but rain, cold, sleet or heat does not stop the progress of the Tennessee Economic Council on Women nor the Foundation. We continue to forge ahead so that women can achieve economic autonomy in this state.

Thanks to everyone for your continued support and cooperation in all of our endeavors.

ber 22. Lilly Ledbetter, Laurel Bellows and Deb Sofield are the keynote speakers. Other outstanding presenters from throughout the country as well as Tennessee will also be featured. You may read more about the entire Summit in this newsletter.

You can also keep up with the Summit on the blog, Summit Now, tnwomensummit.wordpress.com or the website at www.tnwomensummit.org.

Across Tennessee

Upcoming Events:

September 12: Memphis: 'When Great Women Gather, Great Things Can Happen' Business Development Seminars and Luncheon sponsored by CREW Memphis, NAWBO Memphis & WBEC South

September 21: Chattanooga: Southeast Tennessee Regional Summit

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9th Annual Economic Summit for Women



Charting the Course Toward Economic Equality



Laurel Bellows
ABA
President



Lilly Ledbetter
Author &
Activist



Deb Sofield
Executive
Speech
Coach

For More Information & Registration Visit:
www.tnwomensummit.org